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SELLING SOLDER DROSS AND NET RECOVERED METALS

Several important factors impact on a generator's selection of a recycler:

- **Superfund Risk Reduction** – (See our document - Choosing the Most Environmentally Safe Recycling Service.)
- **Services Offered** – Collection containers for future use, payment of freight charges, preparation of shipping documents, prompt personal telephone response to inquiries – a person to speak with.
- **Comprehensive Recycling Package** – The ability of a recycler to handle and process most of your company's recycling requirements.
- **Competitive Solder Scrap Prices.**
- **Clear and Understandable Paperwork** – Customer friendly recycling statements provide details for easy preparation of "Form R", annual submission to EPA.

Whatever criteria you use to select a recycler, always weigh your material before you ship. Gross = weight of scrap in containers, Tare = weight of empty containers, Net is the Gross less the Tare, or the actual weight of material being shipped. Record this weight for comparison with your recycler's settlement weight.

If you are quoted \$1.45 per pound for your dross and you ship 2,000 lbs – you would expect to receive \$2,900.

Here are two settlement illustrations which demonstrate the agreed upon transaction. Both are accurate, but #2 shows not only the net weight, but also the amount of Lead (Pb) for Form R reporting.

Recycler #1 Settlement

2,000 lbs. - Solder Dross - \$1.45/lb. = \$2,900.00

Note: The settlement paperwork clearly illustrates weight received - 2,000 lbs. (OK)

Recycler #2 Settlement

Solder Dross - 2,000 lbs.

Recovery

Tin Contained	1,120 lbs.	@	\$3.25	=	\$3,640.00
Lead Contained	660 lbs.	@	\$0.34	=	224.00
Oxides, melt loss	220 lbs.	@	N/A	=	0.00
Refining Charge	2,000 lbs.	@	\$0.48	=	(960.00)
		Total		=	2,904.00

(\$2,904.00 ÷ 2000 lbs. = \$1.45/lb.)

Note: The settlement paperwork clearly illustrates weight received - 2,000 lbs. (OK)

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Some recyclers pay on the basis of Net Recovered Metals. Here's how it works – remember you shipped 2,000 lbs.

You were quoted \$1.65 per pound – a higher price!

Recycler #3 Settlement

Solder Dross
Metal Recovered - 1,700 lbs. @ \$1.65 = \$2,805.00

Note: The settlement paperwork DOES NOT illustrate weight shipped – 2,000 lbs.
MISLEADING - (Divide \$2,805.00 by 2,000 lbs. – Actual Payment - \$1.40/lb.)

Recycler #4 Settlement

Solder Dross
Recovery
Tin Contained 950 lbs. @ \$3.30 = \$3,135.00
Lead Contained 650 lbs. @ \$0.35 = 227.50
Oxides
Refining Charge 1,600 lbs. @ \$0.45 = (720.00)
Total = 2,642.50

Note: The settlement paperwork DOES NOT illustrate weight shipped - 2,000 lbs.
MISLEADING (Divide \$2,642.50 by weight shipped 2,000 lbs. – Actual payment - \$1.32/lb.)

CONCLUSION

- Recycler #3 or #4 payments are MISLEADING since the actual weight shipped is not illustrated on settlement. Neither 3 nor 4 paid the agreed upon value \$2,900.
- Unless generator weighs material and has an established control to compare \$'s received vs. weight shipped, the **NET RECOVERED METALS PAYMENT MAY BE MUCH LESS THAN PERCEIVED!**
- Make sure the person at your facility who receives payment is aware of the agreed price and the weight shipped. The settlement and check amounts should reflect the agreement.

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